

## Message Text

UNCLASSIFIED

PAGE 01 DOHA 00326 191055Z

62

ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 COME-00 SS-15 /032 W

----- 118264

R 190600Z MAR 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0280

UNCLAS DOHA 0326

E.O. 11652: N/A

TAGS : BRTA, QA

SUBJECT : CHECKLIST FOR AMERICAN BUSINESS VISITORS

REF: (A) STATE 60016; (B) DOHA A-7

FOLLOWING IS REPEAT OF EMBASSY CONTRIBUTION TO CHECKLIST SENT  
AS ENCLOSURE TO REPAIR.

### 13. QATAR

A. TRADE POLICY - THE GOVERNMENT OF QATAR ENCOURAGES FOREIGN TRADE AND THERE ARE VERY FEW RESTRICTIONS ON THE IMPORT OF GOODS. DUTIES ON MOST ITEMS ARE LOW, GENERALLY NOT MORE THAN 2 PER CENT. UNLESS SPECIFICALLY EXEMPTED, ALL FOREIGN FIRMS MUST BE REPRESENTED BY A QATARI COMPANY, EITHER AS AN AGENT OR PARTNER. CURRENCIES MAY BE IMPORTED AND EXPORTED FREELY. AT THE PRESENT TIME, THERE ARE NO TARIFF ON REGULATORY BARRIERS FOR THE PROTECTION OF LOCAL INDUSTRY.

B. AMERICAN PRODUCTS AND TECHNOLOGY ARE RELATIVE NEWCOMERS TO QATAR. IN 1973, THE U.S. SHARE OF THE MARKET WAS SLIGHTLY OVER 10 PER CENT. WHILE QATARIS GENERALLY HAVE A HIGH OPINION OF AMERICAN GOODS, OTHER SUPPLIERS, ESPECIALLY EUROPEANS, HAVE BEEN TRADING HERE FOR MANY YEARS AND THE GOVERNMENT, AS WELL AS LOCAL MERCHANTS, ARE MORE FAMILIAR WITH THEIR METHODS AND PRODUCTS. U.S. FIRMS COMING TO QATAR SHOULD BE PREPARED TO SPEND A GOOD DEAL OF TIME FAMILIARIZING PROSPECTIVE CUSTOMERS WITH THEIR COMPANIES AND PRODUCT LINES. SUCCESS ON AN INITIAL VISIT IS NOT UNCOMMON, BUT OFTEN SEVERAL TRIPS ARE NECESSARY TO COMPLETE A TRANSACTION.

PAGANELLI

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 DOHA 00326 191055Z

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975DOHA00326  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750096-0276  
**From:** DOHA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750337/aaaabhja.tel  
**Line Count:** 60  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 60016, 75 DOHA A-7  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hartledg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 18 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <18 JUN 2003 by RuthemTJ>; APPROVED <23 FEB 2004 by hartledg>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** : CHECKLIST FOR AMERICAN BUSINESS VISITORS  
**TAGS:** BTRA, QA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006